
SEMINOLE COUNTY GOVERNMENT AGENDA MEMORANDUM

SUBJECT: Proprietary Source for Computer Aided Dispatch System

DEPARTMENT: Administrative Services

DIVISION: Purchasing and Contracts

AUTHORIZED BY: Frank Raymond

CONTACT: Tammy Roberts

EXT: 7115

MOTION/RECOMMENDATION:

Waive the Procurement Process and award the Computer Aided Dispatch System in the amount of \$372,453.56 to Positron Public Safety, Atlanta, GA.

County-wide

Ray Hooper

BACKGROUND:

On August 12, 2008, the Seminole County Board of County Commissioners waived the procurement process and approved the Proprietary Procurement for the purchase, installation and maintenance of AT&T Positron Viper System and Power 911 Intelligent Workstations with Power Map, Power MIS, E-Printer (5 PSAP Systems) as funded (Grant \$1,694,702.56) (County \$242,926.09).

At the August 6, 2009, budget worksession the Board of County Commissioners agreed by consensus to funding for Proprietary Procurement of the VIPER Computer Aided Dispatch System. This is a companion product to the recently purchased Positron VIPER 911 phone system that will provide a seamless operation and complete fluidity between the 911 system and the computer aided dispatch system. The following benefits of the VIPER CAD product delineates the justification for this procurement; Single map shared between both CAD and 911; Display of ringing phone calls in CAD; Displays next Get type call locations, does not need to geocode from CAD address file; Dispatcher can answer location based calls from CAD; Integral native architecture data transfer, not a serial dump; Single MIS/reporting application; and Single Support Center for systems.

STAFF RECOMMENDATION:

Staff recommends that the Board to approve the Proprietary Procurement for the purchase of the Positron Viper Computer Aided Dispatch System and authorize staff to issue a Purchase Order to Positron Public Safety, Atlanta, GA, in the amount of \$372,453.56.

ATTACHMENTS:

1. Positron Quote
2. Sole/Proprietary Source Form

Additionally Reviewed By:

☒ County Attorney Review (Ann Colby)



VIPER CAD and Mobile Upgrade for Seminole Co, FL

The terms and conditions available at <http://www.positron911.com/legal/PositronTerms.pdf> will apply to this Quote, unless the parties have entered into a separate mutually executed agreement. The terms of this Quote will govern any conflict with the above-mentioned terms, and Customer's issuance of a purchase order for any or all of the items described in this Quote will constitute acknowledgement and acceptance of such terms. No additional terms in Customer's purchase order will apply.

Summary

Item	Cost
VIPER CAD Software	\$ 109,937.50
Mobile Software	\$ 88,000.00
AVL Software	\$ 27,500.00
IWS Hardware	\$ 84,698.62
Site Survey	\$ 3,350.00
Installation Services	\$ 15,200.00
Training	\$ 30,500.00
Project Management	\$ 13,267.44
Total	\$ 372,453.56

Configuration Parameters

VIPER CAD Upgrade

Number of VIPER CAD Positions	10
MULES/NCIC Interface	Included
XDC (Paging & Faxing)	Included

Mobile Upgrade

Number of Mobile Positions	100
AVL	Included

Miscellaneous

Number of Monitors per position	Up to 4
Monitor Type	N/A - Customer Supplied

Model #	Description	Qty	Unit Cost	Total
^{1,2} VIPER CAD Software				
918800/U	VIPER CAD Workstation License	10		
918810/U	VIPER CAD Server License	1		
918830/U	State/National Interfaces (NCIC)	1		
913351/200/U	XDC Software License - Server	1		
913353/200/U	XDC Software License - Workstation	10		
919500	GIS MAP Data Validation & Testing	1		
			Subtotal	\$ 109,937.50
³ Mobile Software				
G9-MOBSVR/U	Mobile Server License	1		
G9-MOBUSR/U	Mobile Client (per seat)	100		
919908	Radio IP MTG Server (TCP/IP 1 - 900 mobiles)	1		
919928	Radio IP Client (TCP/IP 1 - 900 mobiles)	100		
			Subtotal	\$ 88,000.00
AVL Software				
919900/U	Power AVL Server 2.1	1		
919901/U	Power AVL Client 2.1	100		
			Subtotal	\$ 27,500.00

Model #	Description	Qty	Unit Cost	Total
⁴ IWS Hardware				
IWS Workstations				
914101/NS	IWS Workstation Computer (No Monitor)	10		
914120/1	IWS Underlying System Software - Workstation	10		
914410	IWS Workstation UPS	10		
914808	IWS Dual Video Card	10		
960101	Network Cabling	10		
	Network Cabling Installation Charges (per position)	10		
Shared Hardware				
914404	IWS 24 PORT 10/100 SWITCH	1		
912808	IU Keyboard/LCD/8-Port KVM	1		
912817	7' IT Cabinet	1		
914431/R	IWS Server Tape Backup System - Rack Mount	1		
VIPER CAD Database Server				
914231/R	IWS Type 4 Rack Server (Database 1)	1		
914244	300GB SAS HotPlug Hard Disk (Database 1)	2		
914120/2	IWS DB Server Configuration & Software	1		
VIPER CAD PAPI Server				
914211/R	IWS Type 2 Rack Server (PAPI)	1		
914120/2	IWS DB Server Configuration & Software	1		
914422	Additional Backup Exec SQL Agent	1		
NCIC Server				
914210/R	IWS Type 1 Rack Server	1		
914120/2	IWS DB Server Configuration & Software	1		
IWS Communications Server (XDC)				
914210/R	IWS Type 1 Rack Server	1		
914120/2	IWS DB Server Configuration & Software	1		
914510	Serial Port Expansion board (4 Port)	1		
914520	IWS External Modem	4		
Mobile/AVL Server				
914211/R	IWS Type 2 Rack Server (Database 1)	1		
914120/2	IWS DB Server Configuration & Software	1		
Radio IP Server				
914211/R	IWS Type 2 Rack Server (Database 1)	1		
914120/2	IWS DB Server Configuration & Software	1		
			Subtotal \$	84,698.62

Model #	Description	Qty	Unit Cost	Total
5 Site Survey				
950100	Site Survey	1		
960575	Living Expense Per Day	3		
960580	Travel Fee	1		
			Subtotal \$	3,350.00
6 Installation Services				
950104	Installation services	7		
960575	Living Expense Per Day	11		
960580	Travel Fee	2		
			Subtotal \$	15,200.00
Training				
960801	CAD Train the Trainer User Training	5		
960801	CAD Administrator Training	8		
960801	Mobile Train the Trainer User Training	1		
960801	Mobile Administrator Training	2		
960575	Living Expense Per Day	20		
960580	Travel Fee	2		
			Subtotal \$	30,500.00
Project Management				
	Project Management	1		
			Subtotal \$	13,267.44
			Total	\$ 372,453.56

Model #	Description	Qty	Unit Cost	Total
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Maintenance Services

^{7,9} Software Evergreen - Yearly Cost

918800/SE1	Software Evergreen for VIPER CAD	1		
G9-MOBSVR-S	Software Evergreen for GeoMobile	1		
919900/SE1	Software Evergreen for Power AVL	1		
			Subtotal \$	61,406.25

⁷ Software Evergreen - (Warranty Plus 4 Years Prepaid)

918800/SE5	Software Evergreen for VIPER CAD	1		
G9-MOBSVR-S	Software Evergreen doe GeoMobile	1		
919900/SE5	Software Evergreen for Power AVL	1		
			Subtotal \$	245,625.00

^{8,9} Help Desk - Yearly Cost Starting Year 2

918800/HD1	Help Desk for VIPER CAD	1		
G9-MOBSVR-H	Help Desk for GeoMobile	1		
919900/HD1	Help Desk for Power AVL	1		
914100/HD1	Help Desk for IWS Hardware	1		
			Subtotal \$	15,407.21

⁸ Help Desk - (Warranty Plus 4 Years Prepaid)

918800/HD5	Help Desk for VIPER CAD	1		
G9-MOBSVR-H	Help Desk for GeoMobile	1		
919900/HD5	Help Desk for Power AVL	1		
914100/HD5	Help Desk for IWS Hardware	1		
			Subtotal \$	61,628.83

Optional Equipment

¹⁰ Workstation Monitors

914704	19 Inch LCD Monitor	20		
			Subtotal \$	11,500.00

Notes

- 1 VIPER MAP is a viewing software. Customer must supply and maintain GIS data. GIS Data must be ESRI .shp format, or capable of being converted to ESRI .shp format.

The Positron Power IWS GIS Data validation service examines the suitability of end user supplied GIS data and readies it for use by Power IWS products. Any potential problems identified during the GIS data review are reported to the customer, including problems descriptions and recommended corrective action.

The GIS data is then configured to work with Power IWS. Part of the preparation includes sample testing to ensure that the desired operational results can be achieved.

Corrections to the GIS data are not performed and this service does not validate the positional accuracy of the data. If the customer wants corrections to be completed to the GIS data by POSITRON, a price quotation can be provided upon request.

In order to ensure timely delivery of the customer order, GIS data is required to be delivered to Positron for validation as soon as possible after the order is placed.

- 2 Customer will be responsible for ensuring XDC server has a suitable number of dedicated phone lines available. Customer will also be responsible for receiving media (Fax/Printer/e-mail) at remote sites.
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- 3 Mobile Data Terminals and associated third party software (Windows XP, SQL and ESRI licenses) are not included and must be procured and installed by the customer.
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- 4 All monitors are to be provided by the customer.
Optional pricing for monitors has been included in this quotation.
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- 5 The Site Survey is intended to identify any additional miscellaneous equipment or services required to ensure smooth installation and operation of the quoted system. Additional costs may be incurred upon completion of the Site Survey.
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- 6 Installation costs cover the installation of 10 VIPER CAD workstations, all IWS backroom servers, and 10 Mobile/AVL clients. Customer is responsible for installing the remaining 90 MDT's

This quote assumes that all Mobile Data Computers will be in one central location for ease of installation.

Mobile Installation charges do not cover in-car installation. Computer installation in vehicles is assumed to be performed by the customer's vehicle maintenance organization.

Notes

- 7** This service is designed to protect the customer's initial Software investment by maintaining optimized system performance and functionality. The most recent versions of the purchased software product will be available during the contract period to the customer's designated maintenance personnel who will be responsible for its deployment at the site. The Software Evergreen Program includes shipment of new software versions, minor and major releases, and problem workarounds to be deployed by the customer's designated maintenance personnel.

Underlying Software (i.e., Windows operating system, SQL, etc.) is not included under the auspices of Positron's Software Evergreen program.

- 8** This service is designed to provide 24X7 access to our Help Desk for product support. It also provides remote diagnostics capabilities, allowing our technicians to dial in and troubleshoot remotely.

On Site Maintenance is not included in this proposal.

On Site Maintenance, if required, will be billed at Positron's then current rate for time, material, travel & living.

- 9** Annual maintenance costs shown are for year 2 only. An increase of 3% per annum will be applied for years 3-5. The 3% yearly increase is waived if the 5 year plan is purchased at time of contract signature.
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- 10** All optional modules in this quote have been priced under the assumption that they will be purchased and installed concurrently with the base system. If these modules are to be installed at a later date, additional travel & living expenses will apply.
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Notes

Terms

PRICING All prices are in U.S. Funds.
Taxes, if applicable, are extra.
FOB Positron, Montreal. Shipping costs are prepaid and charged.

PAYMENT Net 30 days.

DELIVERY TBD.

VALIDITY 60 days.

The terms and conditions available at <http://www.positron911.com/legal/PositronTerms.pdf> will apply to this Quote, unless the parties have entered into a separate mutually executed agreement applicable to the subject matter of this Quote. The terms of this Quote will govern any conflict with the above-mentioned terms. Customer's signature on this Quote or issuance of a purchase order for any of the items described in this Quote will constitute a binding obligation on the customer pursuant to such terms. No additional terms in Customer's purchase order will apply.

Accepted and agreed:

<CUSTOMER'S NAME>

Authorized Signature

Name Typed or Printed

Title Dated signed:

Address:

Attn: _____

SEMINOLE COUNTY - PURCHASING AND CONTRACTS DIVISION

☐ SINGLE SOURCE

☐ SOLE SOURCE

☒ PROPRIETARY SOURCE

Date Requested: 9/18/2009

JDE No: 331086

Requestor: Donna Saladin Telephone/Ext.: X5131 Department/Division: Public Safety/Emergency Communications

Description of Products/Services: Computer Aided Dispatch System

Make Positron

Manufacturer VIPER Model# N/A

Support justification (Please attach additional information as appropriate): See attachment #1

Proposed Vendor: Positron Phone#: 770-996-0055

Other Companies contacted: (Attach documentation of each firm contacted)

Compliance:

Does the requirement comply with the definition of sole/proprietary source as described in Section 220.4? ☒ Yes ☐ No

Is this commodity or service of a "unique nature" that would support a "Single Source" justification? ☐ Yes ☒ No
If you answer "YES", please explain in details.

Necessary: Is this commodity or service necessary to accomplish the County's task or mission? ☒ Yes ☐ No

Unique: Is this commodity or service, or some necessary features, unique to this source? ☒ Yes ☐ No

Compliance with Bid Tampering (F.S. 838.22) is acknowledged by signatures below:

Requesting Division Manager's Signature: *Donna Saladin* Date: 9/18/2009

Requesting Department Director's Signature: *D. Hui* Date: 9/18/09

Purchasing and Contracts Division Determination:

Analyst ☐ Approval ☐ Disapproval Date: _____
Supervisor/Manager ☐ Approval ☐ Disapproval Date: _____

Description Posted (at least 7 business days): From _____ to _____
Determination Posted (at least 3 business days): From _____ to _____
BCC Date, if applicable: _____

Comments: _____

Purchase Order No.: _____ Amount of Purchase: \$ _____

Proprietary Purchase/Positron VIPER CAD/Support Justification/Attachment #1

In an effort to create a seamless operation and complete fluidity between the 911 system and the computer aided dispatch system, Public Safety will be purchasing the VIPER Computer Aided Dispatch System, a companion product to the recently purchased Positron VIPER 911 phone system. Listed below are the benefits of selecting the VIPER CAD product.

Single map shared between both CAD and 911

Display of ringing phone calls in CAD

Displays next Get type call locations, does not need to geocode from CAD address file

Dispatcher can answer location based calls from CAD

Integral native architecture data transfer, not a serial dump

Single MIS/reporting application

Single Support Center for systems